

Nonlinear Creating

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(Revised: 22. February 1999 by Clinton Callahan)

FORMAT:

Whole Group Speaking Process

Duration:

PURPOSE:

This is an exercise in learning to create possibility for others.

SETUP:

Group is divided arbitrarily in half, standing, facing each other, with about 3 meters (10 feet) distance between the two groups. A volunteer from each group steps forward to face each other in the center.

INTRO / BACKGROUND:

This is an exercise in learning to create possibility for others.

We have heard of a win-lose situation, the zero sum game.

We have heard of a win-win situation.

This is a win situation. It is not so much about us winning. We make it so that the other person wins, and that we fulfill our destiny. We win when they win.

A momma kangaroo picks up and carries the baby kangaroo in her pouch. She includes the baby kangaroo.

INSTRUCTIONS / PROCEDURE:

Trainer provides the initial conflict.

Conflicts:

- We should take a vacation in the summer at the beach in France, vs We should vacation in the Alps in the winter.
- We should concentrate on domestic markets, vs We should go international.
- We should use funding for research and developing new products, vs We should use funding to expand our present market share.

Coaching:

As the conversation continues, the Trainer gives feedback and coaching, and also coaches the others to use their voice by giving feedback and coaching.

How people experience themselves as winning:

- Being in contact.
- Being listened to.

- Find out what they are committed to and commit to that.
- Being in agreement.
- Being acknowledged.

Distinctions:

- Non-linear creation
- The first principle of non-linear creation is agreement
- Second principle is declaration of possibility
- Don't get hit and stay in relationship
- Creating Possibility is as act of non-linear creation, just like relationship.
- Instead of posing contradictory scenarios which appear irreconcilable, ask the question: "Who do I have to Be to have both ____ and ____."
- Communicating about communication.
- Commitment comes first. „I don't know how“ is a completely separate consideration.
- The declaration and invitation: „I am going to create this.“
- The attack (being killed but not dying, not taking it personally – people function within the limits of their assumptions): „Sorry, but that is not possible. It won't work.“
- The agreement (making nothing out of something, there is no argument, saying yes to the no): „Yes, in normal circumstances you are right. I see your point of view.“
- Creating possibility by redefining being: „I am the kind of person who makes impossible things happen. This is a unique situation, and here is how (details: timing, communication, making different agreements, leveraging, teamwork, coordination, etc.).“
- Considerations which are true in normal circumstances may be completely invalid in circumstances that are not normal. A leader creates circumstances which are not normal. This is the difference between mediocrity and extraordinary.
- Answers and suggestions are not possibility.
- Creating possibility is very different than understanding your own past and your story, which is about the mechanics of your psychology. Creating possibility is always about other people.
- If you are having a conversation with the voices in your head, you are not you. The voices have you.

DEBRIEF: (5 minutes)